

Message Text

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PAGE 01 NEW DE 07273 091137Z
ACTION COME-00

INFO OCT-01 NEA-11 ISO-00 EB-08 /020 W
-----049870 091149Z /75

P R 091023Z MAY 78
FM AMEMBASSY NEW DELHI
TO SECSTATE WASHDC PRIORITY 1475
INFO AMCONSUL BOMBAY
AMCONSUL CALCUTTA
AMCONSUL MADRAS

UNCLAS NEW DELHI 7273

E.O. 11652: N/A
TAGS: BENC IN
SUBJECT: MAJOR PROJECT: POSSIBLE MAJOR PROJECT OPPORTUNITIES
IN THE 1978-79 CENTRAL GOVERNMENT BUDGET

REF (A) NEW DELHI 3375 (B) NEW DELHI 3191 (C) STATE 074127

1. THE BUDGET ALLOCATIONS FOR IFY 1978-79 REPORTED IN
REFTEL (A) REPRESENT SIGNIFICANTLY INCREASED EXPENDITURE
LEVELS IN THE AREAS OF AGRICULTURE, IRRIGATION AND POWER.
PLANNED GOVERNMENT SPENDING, COUPLED WITH INCREASINGLY
COMFORTABLE FOREIGN EXCHANGE RESERVES, WILL OFFER GROWING COMMERCIAL
OPPORTUNITIES FOR US FIRMS IN INDIA.
WE BELIEVE, HOWEVER, THAT EXPORT OPPORTUNITIES WILL BE
CENTERED PRIMARILY ON AGRICULTURAL
INPUTS LIKE FERTILIZERS AND PESTICIDES, MECHANICAL GRAIN STORAGE
AND HANDLING EQUIPMENT, HEAVY DUTY IRRIGATION PUMPS
HYDRO, GAS AND THERMAL POWER PLANTS AND EQUIPMENT; HIGH
VOLTAGE STRINGING AND DISTRIBUTION EQUIPMENT; COAL
TREATMENT PLANTS; AND SELECTED CONTROL
INSTRUMENTATION SYSTEMS AND COMPONENTS. WHILE INDIA
HAS REASONABLY WELL DEVELOPED MANUFACTURING CAPABILITY IN MOST
OF THE ABOVE PRODUCT CATEGORIES, SOME IMPORTS
WILL BE REQUIRED ESPECIALLY UNDER WORLD BANK/IDA
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CREDITS, TO MEET CRITICAL POWER AND IRRIGATION PROJECT
DEADLINES.

2. WE DO NOT FORESEE ANY OPPORTUNITIES IN INDIA FOR US
CONSTRUCTION AND ENGINEERING ORGANIZATIONS
BECAUSE OF HIGHLY COMPETITIVE INDIGENOUS CAPABILITY IN
THIS AREA.

3. REPORTING ON MAJOR PROJECTS AND TENDERS THAT
OFFER REASONABLE SALES OPPORTUNITIES TO US MANUFACTURERS AND
SUPPLIERS OF EQUIPMENT, PRODUCTS AND SERVICES IS
GIVEN HIGHEST PRIORITY UNDER COUNTRY COMMERCIAL PROGRAM
(CCP) BY THE EMBASSY AND THE CONSULATES GENERAL.
WE WILL, AS IN THE PAST, CONTINUE TO REPORT
THESE OPPORTUNITIES, SO THAT US FIRMS ARE ALERTED TO
SPECIFIC SALES PROSPECTS AND RECEIVE "EARLY WARNING" ON MAJOR UP-
COMING PROJECTS.
GOHEEN

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